July 1987
Vol. 46, No. 7

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TABLE OF CONTENTS


| | Item No. |
|---|---|
| Career Planning | 1 |
| Career Staffing | 2-7 |
| Change, Organizational | 8 |
| Civil Service, Federal | 9-11 |
| Communication | 12-14 |
| Compensation | 15-26 |
| Counseling | 27-28 |
| Delegation | 29-32 |
| Electronic Data Processing | 33-36 |
| Employee Conduct | 37-40 |
| Employee Health and Medical Care | 41-45 |
| Equal Opportunity in Employment | 46-47 |
| Ethics | 48-49 |
| Executives--Abilities and Characteristics | 50-52 |
| Executives--Compensation | 53 |
| Executives--Training | 54 |
| Handicapped | 55 |
| Hours of Work | 56 |
| Incentive Awards and Programs | 57-58 |
| Insurance, Health | 59-62 |
| Interviewing | 63 |
| Job Enrichment and Enlargement | 64 |
| Job Satisfaction | 65-67 |
| Labor-Management Relations | 68-81 |
| Labor Turnover | 82-84 |
| Leadership | 85-89 |
| Leave | 90-91 |
| Management | 92-111 |
| Motivation | 112-113 |
| Occupations and Occupational Choice | 114-115 |
| Older Worker | 116 |
| Organizational Behavior | 117-118 |
| Organizations | 119-125 |
| Participative Management | 126-127 |
| Performance Evaluation | 128-131 |
| Personnel Administration | 132-134 |
| Personnel Departments | 135 |
| Personnel Policies | 136-142 |
| Personnel Records | 143 |
| Productivity | 144-150 |
| Professional Employees | 151 |
| Public Administration | 152-153 |
| Reduction in Force | 154 |
| Relocation | 155-157 |
| Removal | 158-161 |
| Retirement | 162-165 |
| Safety | 166 |
| Scientists and Engineers | 167-168 |
| Supervision | 169-170 |
| Tests | 171-182 |
| Training | 183-191 |
| Women--Employment | 192-196 |
| Work Life | 197-200 |
| Workforce Planning | 201 |

CAREER PLANNING

7-1

Perosa, Sandra L. and Linda M. Perosa.
Strategies for counseling midcareer changers: a conceptual framework. Journal of counseling and development, 65:558-561, June 1987.
Descriptors: *Career planning / *Second careers / *Life cycle planning / Vocational counseling.

CAREER STAFFING

7-2 Ie135 .C18c

Career strategies survey. Willow Grove, Pa.: Administrative Management Society, [1986]. 32 p. (AMS business trend survey series)
Descriptors: *Recruitment--Methods / *Job search.

7-3

Huber, Vandra L., Margaret A. Neale and Gregory B. Northcraft.
Decision bias and personnel selection strategies. Organizational behavior and human decision processes, 40:136-147, August 1987.
Descriptors: *Selection--Research / *Selection--Methods--Research.

7-4

Lord, J. Scott.
How recruitment efforts can elevate credibility. Personnel journal, 66:102+, April 1987.
Descriptors: *Recruitment / *Selection.

7-5

Palkowitz, Elizabeth S. and Michelle M. Mueller.
Agencies foresee change in advertising's future. Personnel journal, 66:124+, May 1987.
Descriptors: *Advertising--Recruitment / *Recruitment--Methods.

7-6

Paunonen, Sampo V., Douglas N. Jackson and Steven M. Oberman..
Personnel selection decisions: effects of applicant personality and the letter of reference. Organizational behavior and human decision processes, 40:96-114, August 1987.
Descriptors: *Selection--Research / *Employment references--Research.

7-7

Raymond, Mark R. and Dennis M. Roberts.
A comparison of methods for treating incomplete data in selection research. Educational and psychological measurement, 47:13-26, Spring 1987.
Descriptors: *Selection--Research / *Information systems.

CHANGE, ORGANIZATIONAL

7-8

[Technology: working smarter.] Best's review (Life/health insurance edition), 88:56+, May 1987.

Partial contents: It's 9 a.m.--do you know where your liabilities are? by Reed P. Miller; Tomorrow's expert systems, by David Shpilberg, Joseph DeSalvo and Stephen Michalski.

Descriptors: *Technological change / *Artificial intelligence / *Insurance companies--Administration.

CIVIL SERVICE, FEDERAL

7-9 Ic26.28 .M32b

Marciano, Charles A.

Broadened agency discretion under the Civil Service Reform Act of 1978. Arlington, Va.: Defense Technical Information Center, 1986. 67 p. (AD-A170 684)

Descriptors: *Civil service reform--Law and legislation / *Civil service reform--Administration--Evaluation / Labor-management relations--Evaluation / Federal government.

7-10 Ie478 .Un35h

U.S. Office of Personnel Management.

How to keep out of trouble: ethical conduct for Federal employees. Prepared by the Office of Government Ethics, U.S. Office of Personnel Management, Washington, 1986. 12 p. (OGE 6)

Descriptors: *Civil service ethics / Federal government.

7-11

U.S. President, 1981- (Ronald Reagan).

Career status of certain Federal employees. Executive Order 12596, May 7, 1987. [Noncompetitive conversion to career status of certain employees in professional and administrative career positions]. Weekly compilation of Presidential documents, 23:500, May 11, 1987.

Descriptors: *Appointments, Career conditional / *Career staffing / Federal government.

COMMUNICATION

7-12

Blake, Lanny.

Communicate with clarity: manage meaning. Personnel journal, 66:43-44+, May 1987.

Descriptors: *Communication.

7-13

Kiechel, Walter, III.

How to give a speech. Fortune, 115:179-180+, June 8, 1987.

Descriptors: *Public speaking / *Communication.

7-14

Russ, Zack.

When words fail--don't shoot the speechwriter. Industry week, 233:38-39, June 1, 1987.

Descriptors: *Public speaking / *Lectures and lecturing.

COMPENSATION

7-15 Ie55 .AL2e

Aldrich, Mark.
The economics of comparable worth, by Mark Aldrich and Robert B. Buchele. Cambridge, Mass.: Ballinger, 1986. 180 p.
Descriptors: *Pay rates--History / *Women--Pay--History.

7-16

Feuer, Dale.
Paying for knowledge. Training, 24:57-58+, May 1987.
Descriptors: *Pay systems.

7-17 Ie55 .G56e

Goldin, Claudia.
The earnings gap between male and female workers: an historical perspective. Cambridge, Mass.: National Bureau of Economic Research, 1986. 31 p. (Working paper no. 1888)
Descriptors: *Pay rates--History / *Women--Pay--History.

7-18

Magnus, Margaret.
Should the minimum wage law be changed? Personnel journal, 66:9-10+, June 1987.
Descriptors: *Minimum wage--Law and legislation / *Compensation--Law and legislation.

7-19

Martin, James E. and Melanie M. Peterson.
Two-tier wage structures: implications for equity theory. Academy of management journal, 30:297-315, June 1987.
Descriptors: *Compensaton--Research / *Equity--Theory / *Union members--Attitudes.

7-20

Newman, Jeffrey D.
Giving long-term disability benefits a shot in the arm. Personnel journal, 66:134+, June 1987.
Descriptors: *Disability benefits / *Compensation administration.

7-21

Olney, Peter B., Jr.
Meeting the challenge of comparable worth: part 2. Compensation and benefits review, 19:45-47+, May-June 1987.
Part 1 appeared in Compensation and Benefits Review, 19:34-44, March-April 1987.
Descriptors: *Pay rates--Administration / *Job evaluation.

COMPENSATION (Cont'd)

7-22 Ie55 .R13c

Raisian, John.

Comparable worth: issues, evidence, and impacts, by John Raisian, Michael P. Ward and Finis Welch. Los Angeles: Welch Associates, 1985. 123 p.

Descriptors: *Pay rates / *Women--Pay.

7-23

Rollins, Thomas.

Pay for performance: the pros and cons. Personnel journal, 66:104+, June 1987.

Descriptors: *Performance-based pay.

7-24

Smith, Michael L., Edward J. O'Dows and George M. Christ.

Compensation management: cases and applications. Compensation and benefits review, 19:19-27, May-June 1987.

Descriptors: *Compensation administration--Case studies / *Performance-based pay--Case studies.

7-25

Smith, Perry M.

Deferred compensation: why pay now? Best's review (Life/health insurance edition), 88:74+, May 1987.

Descriptors: *Deferred compensation.

7-26

Women in management. Human resource management, 26:157-168+, Summer 1987.

Special issue.

Contents: Wage differences between men and women: performance appraisal ratings vs. salary allocation as the locus of bias, by Robert Drazin and Ellen R. Auster; Pacific Basin managers: a Gaijin, not a woman, by Nancy J. Adler; Barriers and constraints to the recruitment and mobility of female managers in the Japanese labor force, by Larry S. Carney and Charlotte G. O'Kelly; Female managers in Britain--a comparative perspective, by Marilyn J. Davidson and Cary L. Cooper; Sex differences in responsiveness to organizational career management, by Asya Pazy; Men and Women of the Corporation revisited: interview with Rosabeth Moss Kanter; Management women in the corporate workplace: possibilities for the year 2000, by Eleanor H. Raynolds; Status report: the corporation and trends in family issues, by Susan S. Stautberg.

Descriptors: *Pay rates--Research / *Women executives--Research / *Women--Pay--Research / *Family (Sociological unit)--Research.

COUNSELING

7-27

Baker, Herbert George and Virginia M. Berry.

Processes and advantages of entry-level career counseling. Personnel journal, 66:111+, April 1987.

Descriptors: *Career counseling / *Youth--Counseling.

COUNSELING (Cont'd)

7-28

Mainiero, Lisa A. and Paul J. Upham.

Beating a stacked deck--restructuring vs. career development. Personnel journal, 66:126+, June 1987.

Descriptors: *Career planning / *Employee development.

DELEGATION

7-29

Berk, Joseph and Susan Berk.

Delegating effectively. Manage, 39:8-11, Special issue 1987.

Descriptors: *Delegation.

7-30

Farrant, Alan W.

Finding possible new supervisors. Supervision, 49:3-5, June 1987.

Descriptors: *Delegation / *Supervisors--Responsibilities.

7-31

Matejka, J. Kenneth and Richard J. Dunsing.

The delegation matrix. Manage, 39:5-6+, Special issue 1987.

Descriptors: *Delegation.

7-32

Schwartz, Andrew E.

The why, what, and to whom of delegation. Management solutions, 32:31-38, June 1987.

Descriptors: *Delegation.

ELECTRONIC DATA PROCESSING

7-33

Gibson, Michael L. and Lawrence S. Corman.

User programmer and costs of the misinformed user. Journal of systems management, 38:23-29, May 1987.

Descriptors: *Electronic data processing / *Electronic data processing personnel--Training.

7-34

Henriques, Vico E.

Computer measurement: capitalizing on U.S. values. Manage, 39:21-23+, Special issue 1987.

Descriptors: *Electronic data processing personnel / *Work measurement.

7-35 S/C

Technology in the workplace. Wall Street journal, 209:1D-48D, June 12, 1987.

Special report.

Partial contents: First, ask the right questions, by David Wessel; Uncovering the hidden costs, by William M. Bulkeley; Those dangerous liaisons, by Peter Waldman; The electronic storm, by Brenton R. Schlender; Managing the techies, by Richard Gibson.

Descriptors: *Technological innovations / *Automation / *Futures (of society) / *Computers.

ELECTRONIC DATA PROCESSING (Cont'd)

7-36
Wisler, Carl E.
[Qualitative data analysis.] GAO review, 21:8-10, Fall 1986.
Descriptors: *Electronic data processing / *Data base management.

EMPLOYEE CONDUCT

7-37
Bacas, Harry.
To stop a thief. Nation's business, p. 16-17+, June 1987.
Descriptors: *Employee theft / *Employee theft--Control.

7-38
Burrough, Bryan.
Broken barrier: more women join ranks of white-collar criminals. Wall Street journal, 209:29, May 29, 1987.
Descriptors: *White collar crimes / *Women--Characteristics / *Employee theft.

7-39
Crary, Marcy.
Managing attraction and intimacy at work. Organizational dynamics, 15:26-41, Spring 1987.
Descriptors: *Employee conduct / *Sexual ethics.

7-40
Warfield, Andrea.
Co-worker romances: impact on the work group and on career-oriented women. Personnel, 64:22-35, May 1987.
Descriptors: *Sexual ethics / *Women executives--Attitudes / *Women--Attitudes toward.

EMPLOYEE HEALTH AND MEDICAL CARE

7-41
Chapnik, Elissa-Beth and Clifford Gross.
Visual display terminals: health issues and productivity. Personnel, 64:10-14+, May 1987.
Descriptors: *Health, Employee / *Electronic data processing personnel / *Productivity improvement.

7-42
Chusmir, Leonard H. and Douglas E. Durand.
Stress and the working woman. Personnel, 64:38-43, May 1987.
Descriptors: *Stress, Psychological / *Women--Characteristics / *Women--Health.

7-43
Hale, W. Daniel and C. D. Cochran.
The relationship betwen locus of control and self-reported psychopathology. Journal of social psychology, 127:31-37, February 1987.
Descriptors: *Stress, Psychological--Research / *Control (Psychology)--Research.

EMPLOYEE HEALTH AND MEDICAL CARE (Cont'd)

7-44

Jones, Nancy Lee.
AIDS: some legal issues. Congressional Research Service review, 8:27-28, May 1987.
Descriptors: *AIDS (Disease)--Law and legislation / *Chronic diseases--Cases.

7-45

Weiss, Lisa K.
Cutting the cost of substance abuse treatment. Compensation and benefits review, 19:37-44, May-June 1987.
Descriptors: *Drug abuse--Treatment--Costs / *Alcoholic employees--Rehabilitation--Costs / *Drug abusers--Rehabilitation--Costs.

EQUAL OPPORTUNITY IN EMPLOYMENT

7-46

Martin, Bob and Stephanie Lawrence.
Personnel executives respond to reaffirmation of affirmative action. Personnel journal, 66:9-10+, May 1987.
Descriptors: *Affirmative action plans--Law and legislation.

7-47

Silverman, Buddy Robert S.
A litmus test for EEO philosophies. Personnel journal, 66:143+, May 1987.
Descriptors: *Equal opportunity in employment.

ETHICS

7-48

Ethics. Time, 129:14-20+, May 25, 1987.
Contents: What's wrong, by Walter Shapiro; Morality among the supply-siders, by Richard Stengel; Sounds of the righteous brothers, by Laurence I. Barrett; Having it all, then throwing it away, by Stephen Koepp; Looking to its roots, by Ezra Bowen.
Descriptors: *Business ethics / *Political ethics / *Social values / *Ethics / *White collar crimes.

7-49

Noah, Timothy.
The business ethics debate: do B-school courses alter executive behavior? Newsweek, 109:36, May 25, 1987.
Descriptors: *Business ethics / *Business ethics--Study and teaching.

EXECUTIVES--ABILITIES AND CHARACTERISTICS

7-50

Bordeaux, Darlene B.
Entrepreneurship. Manage, 39:2-4, Special issue 1987.
Descriptors: *Management methods / *Executives--Abilities / *Management style / *Leadership.

EXECUTIVES--ABILITIES AND CHARACTERISTICS (Cont'd)

7-51

Orth, Charles D., Harry E. Wilkinson and Robert C. Benfari.
The manager's role as coach and mentor. Organizational dynamics, 15:66-73, Spring 1987.
Descriptors: *Mentors / *Coaching.

7-52 Id33.9 .P44p

Peters, Roger.
Practical intelligence: working smarter in business and everyday life. New York: Harper & Row, 1987. 341 p.
Descriptors: *Executives--Abilities--Research / *Intelligence levels--Research.

EXECUTIVES--COMPENSATION

7-53

Brooks, Brian J.
Trends in international executive compensation. Personnel, 64:67-68+, May 1987.
Descriptors: *Executive compensation.

EXECUTIVES--TRAINING

7-54

Wagel, William H.
Developing productive leadership at Squibb. Personnel, 64:4-8, May 1987.
Descriptors: *Executives--Training--Case studies / *Human relations training.

HANDICAPPED

7-55

Condon, Susan Goff.
Hiring the handicapped confronts cultural uneasiness. Personnel journal, 66:28+, April 1987.
Descriptors: *Handicapped--Employment / *Handicapped--Attitudes toward / *Handicapped--Discrimination.

HOURS OF WORK

7-56

Kuzela, Lad.
Sandy's working at home today. Industry week, 233:34-35, June 1, 1987.
Descriptors: *Work at home--Case studies / *Hours of work.

INCENTIVE AWARDS AND PROGRAMS

7-57 Ie613 .L52L

Legal guidelines. Prepared by National Association of Suggestion Systems. Chicago, 1986. 24 p.
Descriptors: *Suggestion systems--Law and legislation / *Suggestion systems--Cases.

7-58

Martin, Bob.
PR policy puts polish on reward programs. Personnel, 66:136-137, May 1987.
Descriptors: *Incentive awards--Administration / *Incentive awards--Case studies.

INSURANCE, HEALTH

7-59

Baderian, Steven D. and Ivy B. Stempel.
Coping with COBRA [Consolidated Omnibus Budget Reconciliation Act of 1985]. Compensation and benefits review, 19:28-36, May-June 1987.
Descriptors: *Insurance, Health--Administration / *Insurance, Health--Law and legislation.

7-60

The changing politics of health care. PS (American Political Science Association), 20:197-201+, Spring 1987.
Contents: Health care in the United States: access, costs, and quality, by John F. Hoadley; Changing politics of Federal health insurance programs, by M. Kenneth Bowler; Reflections from inside the beltway: how Congress and the President grapple with health policy, by Beth C. Fuchs and John F. Hoadley; What do they know and when do they know it? Health staff on the Hill, by David Whiteman; Health issues and policy options, by Jack P. DeSario; Nursing home reform and the politics of long-term care, by Catherine Hawes.
Descriptors: *Insurance, Health--Administration--Evaluation / *Medical care--Costs / *Medical economics.

7-61

Clifford, Karen A. and Russel P. Iuculano.
AIDS and insurance: the rationale for AIDS-related testing. Harvard law review, 100:1806-1825, May 1987.
Descriptors: *AIDS (Disease)--Law and legislation / *Insurance, Health--Law and legislation / *Medical and physical examinations--Law and legislation.

7-62

Nelson, David K.
AIDS = An Industry in Dire Straits. Best's review (Life/health insurance edition), 88:20+, May 1987.
Descriptors: *Insurance, Health / *AIDS (Disease).

INTERVIEWING

7-63

Rodgers, Douglas D.
Computer-aided interviewing overcomes first impressions. Personnel journal, 66:148-150+, April 1987.
Descriptors: *Interviewing--Methods / *Computers.

JOB ENRICHMENT AND ENLARGEMENT

7-64

Schwartz, David.
Redesigning jobs adding job enrichment. Supervision, 49:6-8, June 1987.
Descriptors: *Job enrichment / *Job design.

JOB SATISFACTION

7-65

Hanson, Sandra L., Jack K. Martin and Steven A. Tuch.
Economic sector and job satisfaction. Work and occupations, 14:286-305, May 1987.
Descriptors: *Job satisfaction research.

JOB SATISFACTION (Cont'd)

7-66
Lester, Paula E.
Development and factor analysis of the Teacher Job Satisfaction Questionnaire (TJSQ). Educational and psychological measurement, 47:223-234, Spring 1987.
Descriptors: *Job satisfaction research / *Teachers / *Questionnaires.

7-67
McNamee, Stephen and Reeve Vanneman.
The class structure of job rewards. Work and occupations, 14:190-215, May 1987.
Descriptors: *Job satisfaction research.

LABOR-MANAGEMENT RELATIONS

7-68
Addison, John T. and Alberto T. Castro.
The importance of lifetime jobs: differences between union and nonunion workers. Industrial & labor relations review, 40:393-405, April 1987.
Descriptors: *Union members--Characteristics / *Tenure--Research.

7-69
Byrnes, Joseph F.
Negotiating: master the ethics. Personnel journal, 66:96-101, June 1987.
Descriptors: *Negotiation / *Ethics.

7-70
Caras, Harvey S.
Peer review grievance procedure bolsters employee support. Personnel journal, 66:54+, June 1987.
Descriptors: *Grievances--Procedures.

7-71
Copeland, Jeff B. and Bob Cohn.
"Playing chicken" aloft: air controllers try to organize a new union. Newsweek, 109:54, June 8, 1987.
Descriptors: *Union organizing / *Air traffic control operators / *Air travel--Evaluation / Federal government.

7-72
Estreicher, Samuel.
Strikers and replacements. Labor law journal, 38:287-296, May 1987.
Descriptors: *Strikes--Cases.

7-73
Havemann, Judith.
Federal labor relations marred by increasing strife. Washington post, p. A1+, May 31, 1987.
Descriptors: *Labor-management relations / *Union members--Statistics / *Labor-management relations--Evaluation / Federal government.

7-74 KF3408 .H55m

Hill, Marvin, Jr.
Management rights: a legal and arbitral analysis, by Marvin Hill, Jr. and Anthony V. Sinicropi. Washington: Bureau of National Affairs, 1986. 560 p.
Descriptors: *Labor laws and legislation / *Management rights.

7-75

Hoyman, Michele M. and Lamont Stallworth.
Participation in local unions: a comparison of black and white members. Industrial & labor relations review, 40:323-335, April 1987.
Descriptors: *Union members--Research / *Afro-Americans / *Afro-Americans--Attitudes / Surveys.

7-76 HD42 .J25w

Jandt, Fred Edmund.
Win-win negotiating: turning conflict into agreement, by Fred Edmund Jandt with the assistance of Paul Gillette. New York: Wiley, 1985. 300 p.
Descriptors: *Conflict resolution / *Negotiation.

7-77

Kellam, Susan.
Air controllers vote overwhelminglty to unionize. Federal times, 23:3, June 22, 1987.
Descriptors: *Union organizing / *Air traffic control operators / *Representation election / Federal government.

7-78

McGuire, J. Powers.
A comparison of the right of public employees to strike in the United States and Canada. Labor law journal, 38:304-310, May 1987.
Descriptors: *Strikes--Cases / *Strikes--Comparative studies.

7-79

Murphy, Betty Southard, Wayne E. Barlow and D. Diane Hatch.
Unemployment compensation and religious beliefs. Personnel journal, 66:36+, June 1987.
Descriptors: *Unemployment compensation--Cases.

7-80

Rand, James F.
Negotiating: master the possibilities. Personnel journal, 66:90-95, June 1987.
Descriptors: *Negotiation--Methods.

7-81

Samoff, Bernard L.
What lies ahead for the NLRB? Labor law journal, 38:259-273, May 1987.
Descriptors: *U.S. National Labor Relations Board--Evaluation / *Labor laws and legislation.

LABOR TURNOVER

7-82

Buonocore, Anthony J.

Reducing turnover of new hires. Management solutions, 32:4-8, June 1987.

Descriptors: *Labor turnover control / *Mentors.

7-83

Davies, Kent R.

Employee replacement is costly. Manage, 39:25, Special issue 1987.

Descriptors: *Labor turnover costs.

7-84

Ferris, Gerald R. and Kendrith M. Rowland.

Tenure as a moderator of the absence-intent to leave relationship. Human relations, 40:255-266, May 1987.

Descriptors: *Labor turnover causes--Research / *Absenteeism--Research.

LEADERSHIP

7-85

Hornstein, Harvey A. and others.

Responding to contingent leadership behavior. Organizational dynamics, 15:56-65, Spring 1987.

Descriptors: *Leadership / *Management style.

7-86

Musselwhite, W. Christopher and Linda S. Dillon.

Timing, for leadership training, is everything. Personnel journal, 66:103-104+, May 1987.

Descriptors: *Leadership training.

7-87

Sabatino, Frank.

What is leadership? What's impeding it? Hospitals, 61:52-56, May 20, 1987.

Descriptors: *Leadership / *Executives--Characteristics / *Health personnel.

7-88

Schwartz, Felice N.

Don't write women off as leaders. Fortune, 115:185+, June 8, 1987.

Descriptors: *Leadership / *Women executives / *Women--Attitudes toward / *Equal opportunity in employment.

7-89

Vicere, Albert A.

Break the mold: strategies for leadership. Personnel journal, 66:66-73, May 1987.

Descriptors: *Leadership training.

LEAVE

7-90

Murphy, Betty Southard, Wayne E. Barlow and D. Diane Hatch.
Pregnancy obligations clarified further. Personnel journal, 66:20+, April 1987.
Descriptors: *Maternity leave--Law and legislation / *Maternity leave--Cases.

7-91

Tips for coordinating employee annual leave. Federal career insights, 3:2, June 1987.
Descriptors: *Annual leave--Administration / Federal government.

MANAGEMENT

7-92

Ansari, Mahfooz A. and Alka Kapoor.
Organizational context and upward influence tactics. Organizational behavior and human decision processes, 40:39-49, August 1987.
Descriptors: *Leadership style--Research / *Management methods--Research.

7-93

Batten, Joe D.
How you can become an even better manager. Manage, 39:15-16+, Special issue 1987.
Descriptors: *Management methods / *Management style.

7-94 Id75 .B41e

Below, Patrick J.
The executive guide to strategic planning, by Patrick J. Below, George L. Morrisey and Betty L. Acomb. San Francisco: Jossey-Bass, 1987. 136 p.
Descriptors: *Planning.

7-95

Boles, Nancy and Katherine Heaviside.
When a reporter calls. ABA journal (American Bar Association), 73:90-92+, June 1, 1987.
Descriptors: *Public relations / *Legal ethics.

7-96

Cowan, William M.
Office security: thwarting the terrorist threat. Administrative management, 48:14-16, June 1987.
Descriptors: *Security--Methods / *Industry--Security measures.

7-97 PR Id192 .D39o

Deming, W. Edwards.
Out of the crisis. Cambridge, Mass.: Massachusetts Institute of Technology. Center for Advanced Engineering Study, 1986. 507 p.
Not available for interlibrary loan.
Descriptors: *Industrial management / *Productivity.

7-98
Derr, C. Brooklyn.
What value is your management style? Personnel journal, 66:74-83, June 1987.
Descriptors: *Management style.

7-99
Foster, William S.
Yes, no, maybe! Manage, 39:28-29, Special issue 1987.
Descriptors: *Decision-making / *Management methods.

7-100
Gray, Edward W., Jr.
Public sector truths, private sector myths: a contrast of management styles. GAO review, 21:22-25, Fall 1986.
Descriptors: *Management--Comparative studies / *Public administration / *Management--Bibliography.

7-101
Manz, Charles C., Kevin W. Mossholder and Fred Luthans.
An integrated perspective of self-control in organizations. Administration & society, 19:3-24, May 1987.
Descriptors: *Management--Research / *Self-control--Research.

7-102
Mazen, Abdelmagid M. and others.
Statistical power in contemporary management research. Academy of Management journal, 30:369-380, June 1987.
Descriptors: *Management--Research / *Mathematical statistics.

7-103
Menkus, Belden.
Decision-makers aren't always "rational" creatures. Journal of systems management, 38:5, May 1987.
Descriptors: *Decision-making.

7-104
Nelson, Reed E.
In defense of middle management. Personnel journal, 66:28+, June 1987.
Descriptors: *Middle management--Evaluation / *Middle managers--Characteristics.

7-105
Nelson-Horchler, Joani.
Ten ways to provoke the press. Industry week, 233:88, May 18, 1987.
Descriptors: *Public relations.

MANAGEMENT (Cont'd)

7-106
Niehouse, Oliver L.
Strategic vs. tactical management: why bother? Management solutions, 32:22-26, June 1987.
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Descriptors: *Management.

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Contents: CSRS vs. FERS, by Sean Ford; Thrift savings plan: playing catchup, by Susan Kellam; No quick answers available to solve riddle, by Sean Ford; Stark differences in two systems show up in annuities, by Sean Ford; Early outs offer another set of variables, by Sean Ford; Social Security factors become important in choosing, by Sean Ford; Death benefits, survivor coverages differ, by Sean Ford.
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TRAINING

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Descriptors: *Training costs / *Training administration.

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Descriptors: *Training / *Study--Methods.

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Mathieu, John E. and Russell L. Leonard, Jr.
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Descriptors: *On-the-job training / *Supervisors--Responsibilities.

WOMEN--EMPLOYMENT

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WORK LIFE

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Descriptors: *Work values / *Handicapped--Employment.

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Descriptors: *Work at home / *Working conditions.

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Descriptors: *Futures (of society) / *Workforce planning.